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Message Text

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PAGE 01 ZAGREB 00254 230745Z
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 CCO-00 PASO-00 /021 W
----------098756 231814Z /62
R 221553Z MAR 78
FM AMCONSUL ZAGREB
TO SECSTATE WASHDC 5098
INFO AMEMBASSY BELGRADE

UNCLAS ZAGREB 254

E.O. 11652: N/A
TAGS: BEXP, YO
SUBJECT: ZAGREB FALL FAIR

TO: IGOR FISNAR
OK MACHINE & TOOL CORP.
3455 CONNER STREET
BRONX, N.Y. 10475
(TAL) 212-994-660
(TELEX) 125091

1. ZAGREB FALL FAIR SCHEDULED FOR SEPTEMBER 15-23.

2. WE BELIEVE LJUBLJANA SHOW WOULD BE WORTHWHILE FOR YOU AND TIMING APPEARS CONVENIENT. ALL YOUR POTENTIAL CUSTOMERS WILL BE REPRESENTED AT THIS SMALL, BUT VERY SPECIALIZED EXHIBIT. ALTHOUGH TOTAL VIEWERS WOULD BE FEWER AT LJUBLJANA THAN IN ZAGREB, YOUR EXPOSURE TO THE SMALL AUDIENCE WHICH YOU NEED WOULD BE AS GREAT. COST OF SPACE RENTAL IN LJUBLJANA WOULD BE SUBSTANTIALLY LESS THAN ZAGREB.

3. IN DECIDING ON POSSIBLE PARTICIPATION IN EITHER SHOW, YOU SHOULD TAKE INTO ACCOUNT POTENTIAL FOR "CONTINGENCIES," I.E., FOREIGN EXCHANGE LICENSES OR QUOTAS FOR PURCHASES OF EQUIPMENT EXHIBITED AT FAIR. IF YOU BELIEVE YOU WILL HAVE YUGOSLAV FIRMS READY TO BUY FROM YOU, YOU MAY FIND IT WORTH-
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WHILE TO TAKE PART IN BOTH SHOWS. ON BASIS OF LAST YEAR'S EXPERIENCE IN ZAGREB, YOU MIGHT EXPECT TO RECEIVE AROUND DOLS 15,000-18,000 IN "CONTINGENCIES." THERE IS OF COURSE NO GUARANTEE THAT THIS WILL BE THE CASE THIS YEAR. WE HAVE HAD NO RECENT DIRECT EXPERIENCE WITH LJUBLJANA ELECTRONICS FAIR BUT WE HAVE BEEN TOLD THAT LAST YEAR CONTINGENCIES AMOUNTING TO ABOUT DOLS 400,000 WERE AVAILABLE FOR WHOLE SHOW. WE WILL

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TRY TO GATHER MORE INFORMATION ON LJUBLJANA PRIOR TO YOUR VISIT AND WILL DISCUSS WITH YOU THEN. FAIR AUTHORITIES SAY SPACE RESERVATIONS SHOULD BE MADE BY APRIL 15. NORMALLY, ALL THE SPACE IS RENTED BY MAY 1.

4. PACKAGE ARRIVED AND IS NOW AT CONSULATE.

5. BEST REGARDS FROM CHRISTENSEN AND KAISER.

AMERICAN CONSULATE GENERAL
ZAGREB, YUGOSLAVIA.

KAISER

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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NNN

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Message Attributes

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Decaption Date: 01 jan 1960
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
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Disposition Remarks:
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Review Release Event: n/a
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Review Withdrawn Fields: n/a
SAS ID: 3231851
Secure: OPEN
Status: NATIVE
Subject: ZAGREB FALL FAIR TO: IGOR FISNAR OK MACHINE & TOOL CORP.
TAGS: BEXP, YO
To: STATE
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/f8451fbf-c288-dd11-92da-001cc4696bcc
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